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The Agricultural Trade and Marketing Information Center Newsletter

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No. 18, November 1994 (Issued Quarterly)

Introducing Two Technologies: NAL's Gopher Server and USDA/FSIS Export Library System

NAL's Gopher Server

The National Agricultural Library Gopher server went "on the air" August 1, 1994, thereby becoming an official part of "Gopherspace".

Gopherspace, as it is commonly known, is an aggregation of computers, connected by the Internet, and running Gopher server software, developed and disseminated by the University of Minnesota. Today, there are approximately 2,100 Gopher servers in operation, and they span the planet. Although most are found in the United States, there is a strong representation from Canada, Australia, Japan, and Western Europe. Servers also are found in such far-flung locations as Ecuador, Peru, Singapore, Sri Lanka, Taiwan, Thailand, and Venezuela. These servers provide a wide variety of information, sometimes of a distinctly local character.

The NAL Gopher server is a part of Gopherspace and allows the Library to make its resources and data available to its Internet-connected users. To access our Gopher (or anyone else's for that matter), one needs only an Internet connection or account that, in turn, provides access to Gopher client software. Exactly how one connects to the NAL Gopher server varies with the specific Gopher client software used, but with the popular University of Minnesota UNIX-based client, one would key:

gopher gopher.nalusda.gov

from the UNIX prompt. It's also possible to connect to us by traversing the regional Gopher menu system

maintained at the University of Minnesota. With this approach, our system can be found by following the hierarchy:

Other Gopher and Information Servers/

North America/

USA/

Maryland/

National Agricultural Library (NAL)/

In August the NAL server logged 5,816 accesses. In September, that number grew modestly to 6,865; but during October it almost doubled, going to 11,523.

Many of NAL's Information Centers are providing data for the Gopher. Select "**NAL Information Centers/**" from the root gopher server menu to access the information centers:

Agricultural Trade and Marketing Information Center (ATMIC) (not yet available)

Alternative Farming Systems Information Center (AFSIC)

Animal Welfare Information Center (AWIC)

Aquaculture Information Center (AIC)

Biotechnology Information Center (BIC)

Food and Nutrition Information Center, USDA

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Plant Genome Data and Information Center (PGDIC)

Rural Information Center (RIC) & RIC Health Service (RICHS)

Technology Transfer Information Center (TTIC)

Water Quality Information Center (WQIC)

Youth Development Information Center (CYFERnet)

The site also provides a Library phone list (which includes many staff electronic mail addresses). This list also has been WAIS indexed and can be searched by name or affiliation.

Among the NAL documents available from the Gopher (these are found in the "**NAL Publications and Resources Directory**") are:

- * AGLINET Member Libraries
- * AGRICOLA — Guide to Subject Indexing
- * AGRICOLA Across the Internet — User Needs (Beth Sandore)
- * AGRICOLA Production Statistics: 1994
- * ALF (Agricultural Library Forum) Access
- * ALF (Agricultural Library Forum) Overview
- * Customer Service Plan
- * Draft Gopher File Format Standards (7/13/94)
- * Federal Funding Sources for Rural Areas
- * Land Grant Libraries and Other Cooperating Institutions
- * Libraries: 1890 Land-Grants and Tuskegee Universities
- * Libraries: Miscellaneous State Colleges of Agriculture
- * List of Key NAL Personnel and Services
- * NAL Document Delivery Services
- * NAL Electronic Initiative Final Report (328k)
- * NAL Policy and Guidelines on Electronic Communication
- * NAL Regional Document Delivery System (RDDS)
- * Notes to NAL Indexers
- * USDA Agency Field Libraries, November 1992

Another directory "**Other Agricultural Publications and Data**/" provides access to a variety of other agriculture-related documents and data. Among them are:

- * Biologist's Guide (ver. 1.7, Nov, 1993) (via UNC - Sunsite)
- * Census of Agriculture (1992) (via USDA, Extension Service)
- * Current Research Information System (CRIS, USDA)
- * Ejournal - Growing Edge Magazine
- * Electronic Green Journal
- * Flora Online: Journal for Collections-Oriented Botanical Research
- * Flora of North America (via Missouri Botanical Garden)

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Vignettes is issued quarterly by the Agricultural Trade and Marketing Information Center (ATMIC) at the USDA, National Agricultural Library. The newsletter is available free upon request from ATMIC, Room 304, 10301 Baltimore Blvd., Beltsville, MD 20705-2351.

The United States Department of Agriculture (USDA) prohibits discrimination in its programs on the basis of race, color, national origin, sex, religion, age, disability, political beliefs, and marital or familial status. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information (braille, large print, audiotope, etc.) should contact the USDA Office of Communications at (202) 720-5881 (voice) or (202) 720-7808 (TDD).

To file a complaint, write the Secretary of Agriculture, U.S. Department of Agriculture, Washington, D.C. 20250, or call (202) 720-7327 (voice) or (202) 720-1127 (TDD). USDA is an equal employment opportunity employer.

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- * Florida Entomologist (An International Journal for the Americas)
- * GATT-Uruguay Round and Effect on U.S. Agriculture — USDA Factsheets
- * Global Change Pilot Database (ConQuest Software)
- * Harmful Non-Indigenous Species in the United States (OTA-565)
- * Journal of Extension (University of Wisconsin)
- * Laboratory Primate Newsletter
- * Not Just Cows: A Guide To Ag Resources On Internet (Wilfred Drew)
- * Nutrition and Your Health: Dietary Guidelines for Americans (3/94)
- * Social Sciences in Forestry Bibliography
- * The Scientist - Newspaper focusing on researchers' career concerns
- * USDA Global Change Research Program Newsletter

* USDA, Economic Research Service Statistics (Mann Library, Cornell)

* University of Wisconsin, Department of Agricultural Economics, Publications

Some of these resources are physically located on the NAL Gopher, while others reside on other servers around the Internet. A Gopher server can point to (and retrieve) menu items on other Gopher servers as well as to its own resources.

Finally, you also will find a directory containing links to thirty-six other agriculturally-oriented Gopher servers around the world. Select "**Other Agriculture-Related Gopher Systems**".

For the future, the NAL Gopher will be adding more and more data and information. NAL has ordered and expects to soon receive a more powerful computer from which to run the Gopher. The Library also plans to develop and initiate a World Wide Web home page that will run from the same platform.

(Information on the NAL's Gopher server was provided by William Feidt, Database Manager, NAL, Information Systems Division, Room 013, 10301 Baltimore Blvd., Beltsville, MD 20705-2351, tel: (301) 504-6813.)

USDA/FSIS Export Library System

The U.S. Department of Agriculture (USDA), Food Safety and Inspection Service (FSIS) provides inspection oversight to assure the production of wholesome meat and poultry products. If these products are intended for export to foreign countries, then they must be accompanied by a certificate issued by the USDA that states that the products were USDA inspected and passed. Additionally, some foreign countries prescribe specific requirements that must be met before admitting the U.S. products into foreign commerce. USDA maintains an **Export Library** containing all of these extra foreign country requirements.

The **Export Library** is on a computer bulletin board, and is a database containing current foreign country requirements in computer files available for downloading to any user. In addition to special requirements, some countries will only accept products from particular establishments. If a country restricts products on the basis of the plant from which it originated, then the Library will contain a plant list file for that country. Library files are arranged by country.

Anyone who wants the requirements for export to any country, or who wants a copy of a country's plant list, can access the **Export Library** to re-

trieve the latest information. Changes to export requirements and plant lists are entered into the database by FSIS personnel as they are received from the foreign country. The **Export Library** is provided free of charge and is on-line 24 hours a day. Instructions for accessing this system are provided on the following page.

(Information on the Export Library System was provided by Joan Porter, Program Development Division, International Programs, Room 4349-S, Food Safety Inspection Service, USDA, Washington, DC 20250. Tel: (202) 501-7391.)

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Instructions for the USDA/FSIS Export Library System

1. Set your communications software and modem for 1200 BAUD, NO PARITY, 8 DATABITS, 1 STOP BIT. As this system supports only XMODEM file transfer, make sure that your software possesses this capability. Procedures for downloading will vary somewhat depending on the communications package you use. You should familiarize yourself with your communications package before accessing the Export Library to get the most out of the system.
2. The telephone number for accessing the system is (202) 690-0056.
3. Before you access the system, decide where you want the files to reside in your PC. We recommend you create a directory on your hard drive called \EXPORTS. (To do this, type MD \EXPORTS at the C:\ prompt.) You must then direct your communications software to download any files to this directory.
4. When the system answers, a "Welcome" screen will appear. Press RETURN to continue. You will be guided through several informational screens by a series of prompts that should be self explanatory.
5. After the informational screens have displayed, the main menu will display. (See Figure 1. Main Menu.) Follow the instructions on the screen to access the country whose requirements you wish to download. (When you must type more than one letter in response to a prompt, the letters will not display on your screen until all of the letters have been typed.) After making a selection, you can continue to download files or exit by following the prompts.
6. You may also choose to download all countries at once by entering "D*". This option uses a compressed or "imploded" format that has been given to the file named "ALLCTRY.EXE." When asked by your communications software what to call this file, be sure to name it ALLCTRY.EXE and send it to the directory you created called \EXPORTS (i.e., C:\EXPORTS\ALLCTRY.EXE). This file contains a program which will restore the compressed files to their original condition, and requires at least 1.5 megabytes of storage space on your PC. It takes approximately *one hour* to download this file. You should also be aware that the complete file is over 500 pages. Therefore, we recom-

mend that you print the files individually from the DOS prompt rather than importing them into your word processing package as a single unit.

7. To explode the ALLCTRY.EXE file to its component parts, simply change to the directory where the file resides (e.g. CD \EXPORTS) and type the word ALLCTRY at the DOS prompt. You will see messages indicating which files are being exploded. When this process has finished, you can view a file by typing TYPE and the file name at the DOS prompt (e.g., TYPE CHILE.TXT). To direct the file to your printer, type PRINT and the file name (e.g., PRINT CHILE.TXT).
8. If you need any assistance with the system, please call (202) 501-7391 or direct your inquiries to: Program Development Division, International Programs, Room 4349-S, Food Safety and Inspection Service, USDA, Washington, DC 20250. If you need further assistance, please call our Computer Specialist at the telephone number listed above. Joan Porter will be glad to help you.

Please follow all instructions and answer all questions asked in the system.

Please type in your selection:

TO DOWNLOAD:

- DC — Country Requirements
- D* — ALL Country Requirements in one file
- DR — ALL of the changes in the most recent update
- DP — A Country's Plant List
- DX — List of Countries with Plant Lists (Plant Index)
- DY — List of Countries with Requirements (Country Index)
- DS — Canadian Special Procedures as of 8/10/92
- DI — Canadian Reinspection Facilities as of 8/10/92

TO VIEW:

- VC — Country Requirements
- VP — A Country's Plant List
- VX — List of Countries with Plant Lists (Plant Index)
- VY — List of Countries with Requirements (Country Index)
- VS — Canadian Special Procedures as of 8/10/92
- VI — Canadian Reinspection Facilities as of 8/10/92

EX — Exit the System

SELECTION:

Figure 1. Main Menu

Items of Interest

- **ATI-Net**

The ATI-Net is a computer based, comprehensive information system designed to serve California's agricultural community. The system is maintained and operated by the California Department of Food and Agriculture, Agricultural Export Program and the California Agricultural Technology Institute (CATI) at California State University, Fresno. ATI-Net incorporates electronic mail, agricultural news, agricultural trade information, agricultural weather information, and more. Anyone with a computer and modem can access the system through the California State University Data Network's 21 locations, at no charge, except for any regular toll charges by the telephone company. It is available 24 hours a day, 365 days a year. For information about the system and on how to access the ATI-Net please contact: Jeffrey Ennen, ATI-Net General Manager, California State University, Fresno, 2910 E. Barstow Avenue, Fresno, CA 93740-115. Tel: (209) 278-4872; FAX: (209) 278-4849.

- **Board of Trade News**

The Greater Washington Board of Trade recently started regional initiatives to promote business in the Washington DC metropolitan area with the intent to attract national and international businesses to this region. For more information on Board of Trade and related activities, contact Jacqueline Bushway at (202) 857-5921, or the Office of Economic Development Montgomery County, MD at (301) 217-2345.

- **Destination ASEAN**

Destination ASEAN is a U.S. Commerce Department-led program which focuses the Administration's export promotion resources on the markets of Southeast Asia. The program is designed to increase the visibility of the region to potential U.S. exporters, as well as inform them of the business opportunities in the ASEAN region.

In November 1994, the U.S. Department of Commerce will be opening a U.S. Commercial Center in Jakarta, Indonesia, to make doing business in the region easier. For more information contact the Office of Pacific Basin at the Commerce Department, tel: (202) 482-4958 or your local district office.

- **Global Change Database**

A database of global change information is now available at the National Agricultural Library (NAL) and over the Internet. A pilot project of the Global Change Data and Information System, the database is an effort by the United States Global Change Research Program to make global change data and information more accessible to researchers and others. You may search the database over the Internet via:

Telnet: **esdim2.esdim.noaa.gov**

Logon: **conquest**

Password: **conquest11**

(use lower-case letters and note that the password numbers are one-one).

For more information contact:

Roberta Rand at (301) 504-6684; FAX: (301) 504-7473; internet: rrand@nalusda.gov

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- **Mexican Environmental Laws and Regulations Available on CD-Rom and In Print**

ERM Computer Services, Inc., and Specialty Technical Publishers (STP) of Vancouver, British Columbia (BC), are currently offering Mexico environmental norms and regulations both on CD-ROM and in print. For electronic coverage, ERM Computer Services, Inc. provides ENFLEX International. This database, updated monthly on CD-ROM, contains full-text translations of environmental health and safety, and hazardous materials transportation laws and regulations. Regional expertise is provided by ERM-Mexico, an environmental consulting firm. For more information on the electronic coverage contact ERM Computer Services, Inc. 912 Springdale Drive, Exton, PA 19341; tel: (610) 594-4400; FAX: (610) 594-4481.

- **MicroPatent**

MicroPatent via the PatentBBS offers free online service for information on new patents worldwide. It includes information on every U.S., European, and World patent relating to 12 different high technology industries. Industries covered are: automotive, biotechnology, computers, electronics, environmental science, fiber optics, food technology, lasers, medical devices, pharmaceuticals, polymers, and telecommunications. New users can log on to the PatentBBS by using almost any computer and modem and by dialing: (203) 466-5052. [Communications software and modem settings are: 1200 to 28K BAUD, NO PARITY, 8 DATABITS, 1 STOP BIT.] There is no charge for using the PatentBBS. For more information about the PatentBBS and related services, please contact MicroPatent, 250 Dodge Avenue, East Haven, CT 06512; Tel: (203) 466-5055 or 800-984-9800.

- **Trade Lists**

The Institute for Agriculture and Trade Policy offers a number of electronic mailing lists on trade issues. These are: TRADE-NEWS (includes weekly bulletins: NAFTA monitor, Trade Week, and GATT Alert); TRADE-LIBRARY (a storehouse of trade related documents); and TRADE-STRATEGY (a discussion of trade issues).

To subscribe to any of these lists, send a message to Majordomo@igc.apc.org. In the body of message (not in the subject line) write: subscribe LISTNAME. (For example, if you wanted to add yourself to TRADE-NEWS, you'd send the following message to Majordomo@igc.apc.org: subscribe TRADE-NEWS.) You can subscribe to all three lists by sending one message:

subscribe TRADE-NEWS subscribe TRADE -STRATEGY subscribe TRADE-LIBRARY

For more information send e-mail to: kmander@igc.apc.org.

Kai Mander, Communications Director, Institute for Agriculture and Trade Policy (IATP); 1313 5th St., SE, Suite 303; Minneapolis, MN 55414-1546. Tel: (612) 379-5980; FAX: (612) 379-5982.

- **USDA-Agricultural Marketing Service (AMS)/Fruit and Vegetable Market News Reports Now Available Online**

These "Market News Reports" are generated by the USDA and made available via Sprint's public data network. Information is available in the following areas: Cotton, Dairy, Fruits and Vegetables, Livestock and Grains, Poultry, and Tobacco. This information is made available to farmers, cooperatives, buyers and sellers to assist in making buying and selling decisions, as well as to aid in future planning. Over 750 reports are generated daily and are available to interested parties. The only equipment required is a personal computer, modem and printer. That equipment, plus a SprintMail user ID, allows the user to dial into Sprint's public data network and access the reports from an electronic mail bulletin board on Sprint's mail host. For more information about on-line connection and cost, contact Sprint at 1-800-515-2715.

Publications

Books/Directories/Guides

- *Business and Investment Guide: North America. Operating Under the North American Free Trade Agreement.* Liebman, John R. Esquire, et al. Washington, DC: Thompson Publishing Group. 1994. Cost: \$647.00. (Loose-leaf manual/updated monthly.)

Coverage: Doing business in Mexico and Canada; tariff elimination and market access; customs procedures; rules of origin; antidumping and countervailing duty rules; intellectual property protection; cross-border investment; immigration and temporary entry; environmental protection; and more.

Order from: Thompson Publishing Group, 1725 K Street, NW, Washington, DC 20006. Tel: 1-800-925-1878; FAX: 1-800-999-5661.

- *Doing Business on the Internet.* Cronin, Mary J. New York, NY: Van Nostrand Reinhold, 1994. 250 pp. Cost: \$29.95 (paperback).

Coverage: How to get up and running on the Internet, and how the Internet is being used at many large and small companies.

Order from: Van Nostrand Reinhold Co., Inc., 115-5th Avenue, 4th Floor, New York, NY 10003. Tel: 800-842-3636; FAX: (212) 254-9499.

- *Food & Agricultural Export Directory.* Foreign Agricultural Service (FAS), U.S. Department of Agriculture (USDA), Washington, DC. 1994. 82 pp. Cost: \$19.50 + \$4.00 handling.

Coverage: Provides up-to-date listings and brief descriptions of Federal and State agencies, trade associations, and other organizations that offer advice and services in exporting agricultural and food products.

Order from: the National Technical Information Service (NTIS), tel: (703) 487-4650. Order # PB-95109740.

- *GATT Activities 1993.* Geneva, Switzerland: General Agreement on Tariffs and Trade, 1994. 174 pp. Cost: Swiss Franks: 20.00.

Coverage: Annual review of the work of the GATT.

Order from: General Agreement on Tariffs and Trade, Geneva, Switzerland.

- *Key to Russia.* Korshunov, A. E. Moscow, Russia: Chamber of Commerce and Industry of the Russian Federation. 1993. 47 pp.

Coverage: Information on what a businessman should know to create or set up an enterprise with the participation of foreign capital.

Order from: East View Publications; tel: 1-800-477-1005; FAX: (612) 559-2931.

- *Trade and Migration: NAFTA and Agriculture.* Martin, Philip L. Washington, DC: Institute for International Economics. 1993. 158 pp. Cost: \$15.00.

Order from: Institute for International Economics, 11 Dupont Circle, NW, Washington DC 20036-1207. Tel: (202) 328-9000 or 1-800-229-ECON; FAX: (202) 328-5432.

Hoover's Guides/Masterlists

Order the following publications from: The Reference Press, Inc., 6448 Highway 290 E., Suite E-104, Austin, TX 78723.

- *Hoover's Guide to Private Companies 1994-1995.* Austin, TX: The Reference Press, Inc., 1994. 302 pp. Cost: \$49.95

Coverage: Profiles of 500 major U.S. private enterprises.

See Publications, page 8

- *Hoover's Masterlist of Major European Companies 1995*. Austin, TX: The Reference Press, Inc., 1994. Cost: \$79.95 (Also available on computer disk for \$249.95)

Coverage: Top companies in all Western European countries, as well as Greece and Turkey.

- *Hoover's Masterlist of Major Latin American Companies 1995*. Austin, TX: The Reference Press, Inc., 1994. Cost: \$79.95. (Also available on computer disk for \$249.95)

Coverage: Contains over 2,000 profiles of the top public and private companies in 20 Latin American countries, from Argentina to Venezuela.

Reports

- *FLC History, Establishing a National Presence*. Doig, Leroy L. Hayes, Kathleen C. - editor. Sequim, WA: Federal Laboratory Consortium for Technology Transfer, Management Support Office. September 1994. 185 pp. (Federal Laboratory Consortium Special Reports Series No. 4)

Order from: Federal Laboratory Consortium for Technology Transfer Management Support Office, P.O. Box 545, Sequim, WA 98382. Tel: (206) 683-1005; FAX: (206) 683-6654

- *The Uruguay Round Agreement on Agriculture: An Evaluation*. Co-authored by a working group, organized by the IATRC. Davis, CA: The International Agricultural Trade Research Consortium. July 1994. 91 pp. (IATRC Commissioned Paper No. 9).

For ordering information contact: Professor Alex McCalla, Chairman, IATRC, Department of Agricultural Economics, University of California at Davis. Davis, CA 95616. Tel: (916) 752-1525.

Center For Agricultural and Rural Development (CARD), Iowa State University Publications

For ordering information on CARD publications, contact: CARD, Iowa State University, 578 Heady Hall, Ames, Iowa 50011-1070. Tel: (515) 294-7519 or (515) 294-1183; FAX: (515) 294-6336.

- *The Agreement on Agriculture in the Uruguay Round of GATT*. Hassan, Zuhair A. April 1994, revised July 1994. Working Paper 94-WP 121.
- *Agriculture, Conservation, and the Environment: A Unified Policy*. Hart, Chad E. and Smith, Darnell B. May 1994. Briefing Paper 94-BP 3.
- *Argentine Agriculture under GATT*. Lence, Sergio H. February 1994. GATT Research Paper 94-GATT 4.
- *Brazilian Agriculture and Policy Changes under GATT*. Helmar, Michael D. January 1994. GATT Research Paper 94-GATT 2.
- *Indonesian Agriculture and GATT*. Manrique, Justo. March 1994. GATT Research Paper 94-GATT 9.
- *Recent Developments and Analysis of U.S.-South Korean Agricultural Trade*. Hayes, Dermot J. March 1994. GATT Research Paper 94-GATT 11.

Center For Agricultural Export Development, University of Kentucky, Occasional Paper Series

For ordering information on the *Occasional Paper Series*, contact: Center for Agricultural Export Development, 300 Bradley Hall, University of Kentucky, Lexington, KY 40506-0058. Tel: (606) 257-7265; FAX: (606) 258-1026.

- *Chile: Prospects for the Processed Foods Market*. Vantreese, Valerie L. August 1994. 21 pp. Report No. OP-34.

See Publications, page 9

Publications, continued from page 8

- *Current and Future Trends in the Japanese Hardwood Market.* Counts, Paul. July 1994. 12 pp. Report No. OP-32.
- *The Effect of the North American Free Trade Area on Food Processing.* Van der Veen, Eelco. July 1994. 15 pp. Report No. OP-31.
- *The Food Marketing System in Poland: Opportunities for US Agribusinesses.* Mook, Richard G. September 1994. 12 pp. Report No. OP-35.
- *The Japanese Market for Meat.* Tvedt, Douglas D. August 1994. 25 pp. Report No. OP-33.

International Marketing Program For Agricultural Commodities & Trade (Impact) Center, Washington University, Pullman, WA

For ordering information or requesting a complete list of IMPACT publications, contact: IMPACT Center, 123 Hulbert Hall, WSU, Pullman, WA 99164-6214. Tel: (509) 335-6653; FAX: (509) 335-3958.

- *The Argentine Fruit Industry: Sleeping Giant.* O'Rourke, A. Desmond and Youmans, David. 1993. (Info Series # 64) \$10.00.
- *Chilean Fruit: Formidable Competitor.* O'Rourke, A. Desmond and Youmans, David. 1993. (Info Series #63) \$10.00.
- *Future Trends in Production, Utilization and Price of Washington Apples.* O'Rourke, A. Desmond. 1994. (Info Series #71, revision of #58) \$10.00.
- *The Japanese Juice Industry: An Update.* Jussaume, Raymond A. 1994. (Info Series #72) \$10.00.
- *Mexico 1993: Apple Markets, Ocean Freight and the Chilean Factor.* Tvergyak, Paul and Youmans, D. 1993. (IMPACT Trip Report #2) \$5.00.
- *Strategies for U.S. Agricultural Exporters Adjusting to a Freer Market Environment: A Case Study of*

New Zealand. 1993. Barron, Catherine and Casavant, Kenneth. (Info Series #59) \$10.00.

Western United States Agricultural Trade Association (WUSATA), Vancouver, Washington Export Market Research/Information Resources

For ordering information on WUSATA publications or requesting a complete publication list, contact, WUSATA, ATTN: Bruce Prenguber, 13101 N.E. Highway 99, Suite 200, Vancouver, WA 98686-2786. Tel: (206) 574-2627; FAX: (206) 574-7083.

WUSATA's research reports also have been put up on the reference library system of the **Seattle Public Library, in the Pacific Rim Collection Program.** For more information contact Betty Tonglao at (206) 386-4677.

Mid-American International Trade Council (MIATCO), WUSATA's sister organization also has an extensive library of agricultural export trade research reports. For more information contact Tim Hamilton at (312) 944-7777, ext. 214.

- *Central Markets: Handbook for Exporting to Mexico.* January 1994. (No charge.)
- *Directory of Border Facilities, Mexico-USA: Handbook for Exporting to Mexico.* January 1994. (No charge.)
- *Export Guide for U.S. Fresh Cut Christmas Trees & Holiday Greenery Products in Japan.* March 30, 1993. \$8.60
- *Hotel and Restaurant Chains in Mexico City, Monterrey, Guadalajara, and the Pacific Coast: Handbook for Exporting to Mexico.* January 1994. (No charge.)
- *Retail Food Stores: Handbook for Exporting to Mexico.* January 1994. (No charge.)
- *U.S. Co-packed Food Products in Japan.* January 31, 1994. \$5.90.

See Publications, page 10

U.S. Department of Agriculture Publications

Agricultural Trade and Marketing Information Center
of the National Agricultural Library (ATMIC-NAL).

Economic Research Service, Commodity Economics
Division (ERS-CED).

- *South America's Economic Development and Emerging Markets*. Lassanyi, Mary E. August 1994. Report No. SRB 94-12, 57 pp. (No charge.)

Order from: ATMIC-NAL-USDA, Room 304, 10301 Baltimore Blvd., Beltsville, MD 20705-2351. (Please include a self-addressed gummed label when requesting this publication.) This SRB also is available on ALF (NAL's Electronic Bulletin Board), ALF FILENAME: SRB94-12.BIB.

- *Food Marketing Review, 1992-93*. Gallo, Anthony E., et al. April 1994. AER Report No. 678. 153 pp. Cost: \$15.00. (For information on other products available from ERS, please call (202) 219-0620.)

Order from: ERS-NASS, 431 Victory Drive, Herndon, VA 22070. Tel: 1-800-999-6779 U.S. and Canada; (weekdays 8:30-5:00 ET). Other areas call tel: (703) 834-0125; FAX: (703) 834-0110.

Conferences/Meetings/Trade Fairs/Trade Shows

Trade Shows

International Food and Beverage Shows and Sales Missions are sponsored by USDA's Foreign Agricultural Service. For additional information on the shows and sales missions listed below, please contact: USDA Trade Show Office, Foreign Agricultural Service, AgBox 1052, Washington, DC 20250-1052. Tel: (202) 690-1182; FAX: (202) 690-4374; and/or contact listed under a specific trade show.

1994

November 28-
December 6

U.S. Agribusiness Trade and Investment Mission to Kazakhstan. The Kazakhstan Mission is for U.S. food processors and exporters interested in establishing contacts in the food and beverage industries. For more information contact: Douglas Freeman, Emerging Democracies Program, Foreign Agricultural Service, Room 6506, USDA, Washington, DC 20250. Tel: (202) 720-0367; FAX: (202) 690-4369; or Stephen Gardner, Agricultural Cooperative Development International, 50 F Street N.W., Suite 900, Washington DC 20001. Tel: (202) 879-0255; FAX: (202) 626-8726.

1995

January 15-18

GULFOOD'95. Dubai World Trade Center, Dubai, United Arab Emirates. Contact: Edwin Porter, Regional Director ATO, Dubai; tel: (971-4) 313-612; FAX: (971-4) 314-998; or Teresina M. Leslie, USDA Trade Show Office, tel: (202) 690-0207; FAX: (202) 690-4374.

January 20-23

Middle East Sales Mission, Jeddah, Saudi Arabia. Contact: David Culver, Regional Director ATO, Riyadh; tel: (96601) 480-3800; FAX: (966-1) 482-4364; or Teresina M. Leslie, USDA Trade Show Office, tel: (202) 690-0207; FAX: (202) 690-4374.

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- January 24-26** Middle East Sales Mission, Cairo, Egypt. Contact: Ronald P. Verdonk, Agricultural Attache, American Embassy, Cairo; tel: (20-2) 357-2388; FAX: (20-2) 356-3989; or Teresina M. Leslie, USDA Trade Show Office, tel: (202) 690-0207; FAX: (202) 690-4374.
- March 7-10** **FOODEX Japan 95.** Nippon Convention Center (Makuhari Messe). Tokyo, Japan. Contact: Mr. Tomio Inoue, Japan Management Association, tel: 81-3-3434-0093; FAX: 81-3-3434-8076; or USDA/FAS Trade Show Office.
- March 14-16** **Great American Food Show-China.** White Swan Hotel, Guangzhou, China. Contact: USDA /FAS Trade Show Office.
- March 20-22** **Great American Food Show-Philippines.** Shangri La's EDSA Plaza Hotel, Manila, Philippines. Contact: USDA/FAS Trade Show Office.
- April 3-7** **Great American Food Festival.** Venezuela, Colombia Panama. Contact: USDA/FAS Trade Show Office.

Other International Trade Shows/Trade Fairs/Conferences/Meetings

1994

- December 6-10** **Vietnam Agriculture'94.** International Agriculture and Food Processing Exhibition, Giang Vo Exhibition Centre, Hanoi, S.R. of Vietnam. Contact Pfeiffer and Associates, tel: (213) 257-2000.
- December 8-11** **Meat Pro'94.** Seoul International Meat Processing and Packaging Technology Fair. Korea Exhibition Center, Seoul, Korea. Contact: Ron Nunnery, American Meat Institute, tel: (703) 841-2400.
- December 12-14** **Hemispheric Conference on Agribusiness in the Americas.** Hyatt Regency Hotel, Miami Florida. Contact: C/LAA, tel: (202) 466-7464.
- December 12-15** **KITEX.** Food and Beverage/Hotel and Restaurant Show. Tel Aviv, Israel. Contact: Government of Israel Trade Center, Empire State Bldg., 350 - 5th Avenue, New York, NY 10118, tel:(212) 560-0660; FAX: (212) 564-8964; or USDA/FAS Trade Show Office.

1995

- January 11-12** **Sea Fare Americas & Food Fair of the Americas.** Fort Lauderdale Convention Center, Fort Lauderdale, FL. Contact: Sea Fare Expositions, Inc., tel: (206) 547-6030; FAX: (206) 548-9346.
- January 16-19** **HORECAVA.** Food and Beverage/Hotel and Restaurant Show. Amsterdam, the Netherlands. Contact: USDA/FAS Trade Show Office.
- January 18-29** **International Poultry Exposition.** World Congress Center, Atlanta, GA. Contact: The Southeastern Poultry and Egg Association, tel: (404) 493-9401

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- January 25-28 **National Cattlemen's Association, Annual Convention and Trade Show.** Opryland Hotel, Nashville, TN. Contact: tel: (303) 694-0305
- February 7-8 **Sea Fare Americas & Food Fair of the Americas.** (To be held with the Kraft Food Show). Fort Lauderdale Convention Center, Fort Lauderdale, FL. Contact: Sea Fare Expositions, Inc., tel: (206) 547-6030; FAX: (206) 548-9346.
- February 11-12 **Great Lakes Ice Cream and Pizza Show.** Lansing Center, Lansing, MI. Contact: Convention Management Services, Inc., 2920 W. St. Joseph St., Lansing, MI 48917. Tel: (517) 485-2309.
- February 16-20 **GREECE Food & Beverage Show.** Athens, Greece. Contact: USDA/FAS Trade Show Office.
- February 19-21 **Canadian Food and Beverage Show.** Toronto, Canada. Contact: USDA/FAS Trade Show Office.
- March 2-4 **Eleventh Annual Meat Processors Convention and International Suppliers Exhibition.** Expo Guadalajara, Guadalajara, Jal., Mexico. Contact: tel: (011) 53-8-333-6716; FAX: (011) 53-8-347-5029.
- March 3-6 **FoodPack South China'95. International Exhibition on Food Processing and Packaging Technology.** China Foreign Trade Center Guangzhou, P.R. China. North American contact: tel: (408) 986-8384.
- March 7-9 **Scandinavian Fast Food.** Gothenburg, Sweden. Contact: USDA/FAS Trade Show Office.
- March 7-11 **Expocomer.** Central America Consumer Products. Panama City, Panama. Contact: USDA/FAS Trade Show Office.
- March 29-April 2 **Hotelex Shanghai.** Central China Food & Beverage, Hotel & Restaurant, Equipment Show. Contact: USDA/FAS Trade Show Office.
- April 4-6 **FI Asia. Southeast Asia Food Ingredients Show.** Singapore. Contact: USDA/FAS Trade Show Office.

Forums/Seminars

- December 6-7 **Building the Information Superhighway.** The Brookings Institution, Center for Public Policy Education, Washington, DC. Contact: Alka Desai, Marketing Manager, tel: (202) 797-6172; FAX: (202) 797-6133.

1995

- February 6-9 **Freezing Technology.** Sponsored by UC Davis University Extension, University of California at Davis. For more information call: 800-752-0881.
- February 27-28 **1995 National Forum for Agriculture.** "Information Management for Agriculture and Agribusiness." Marriott Hotel, Des Moines, IA. Contact: tel: (515) 294-7519; FAX: (515) 294-6336.